



WELCOME TO THE

ARMY MATERIAL SYSTEMS CONTRACTING COMMAND

J OINT MUNITIONS & LETHALITY

SMALL BUSINESS

OFFICE

BOOT CAMP

Topics to be covered:

- **Small Business Administration
and Small Business
Office**
- **Coordination Forms (DD Form
2579...)**
- **Define “Small”**
- **Categories of Small Businesses**
- **Order of Precedence**
- **Subcontracting Plans**
- **Command Small Business
Targets**

Small Business Administration (SBA) & LCMC's Office of Small Business Programs (OSBP)

- **SBA is a separate agency**
- **LCMC OSBP is part of
Department of Defense/Army**
- **SBA-PCR
(Procurement Center
Representatives)**
- **OSBP's Outlook Address:
» Small Business Office**

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SBA/OSBP Coordination Forms

- **DD Form 2579**
- **Purpose:**
 - **Present Acquisition Strategy**
 - **Give Past History**
 - **Coordination with OSBP/SBA**
- **Ask for help from Eric Bankit
973.724.3068**

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What Determines “small” ?

(First Criteria)

- Only SBA determines size.
- “A business entity organized for profit, with a place of business located in the United States, *and which* operates primarily within the United States *or which makes a significant* contribution to the U. S. economy through the payment of taxes or use of American products, material or labor”

(13 CFR Part 121)

What Determines “small” ?

(Second Criteria)

- **North American Industry
Classification System
Code (NAICS Code)**
- **FAR 19.102**
<http://www.sba.gov/services/>
- **Manufacturers = Number Employee**
Services = Annual Gross
Sales

332 -- Fabricated Metal Product Manufacturing

<u>NAICS Size</u>	<u>Description</u>	
332116	Metal Stampings	500
332813	Electroplating, Plating, Polishing, Anodizing, and Coloring	500
332992	Small Arms Ammunition Manufacturing	
1,000		
332993	Ammunition (except Small Arms) Manufacturing	
1,500		

541 - Professional, Scientific & Technical Services

<u>NAICS</u>	<u>Description</u>	<u>Size</u>
541330	Engineering Services	\$ 4.0M
EXCEPT	Military and Aerospace Equipment and Military Weapons	\$23.0M
EXCEPT	Marine Engineering and Naval Architecture	\$13.5M
541710	Engineering Services	500 Empl
	R&D in the Physical Engr & Life Sciences	

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Small Business Categories

- **Small Business (SB)**
- **8(a) Certified Small Business**
- **HUB-Zone Small Business (HUB-Zone)**
- **Small Disadvantaged Business (SDB)**
- **Woman-Owned Small Business (WOSB)**
- **Service-Disabled Veteran-Owned Small Business / Veteran-Owned Small Business (SDVOSB/VOSB)**

8(a) Business Development Program

Requirements for 8(a) Status:

- Small Business and U.S. Citizen *and*
- 51% owned & controlled by Socially & Economically Disadvantaged Individuals *and*
- Certified by SBA (9 years) - not renewable

Benefits:

- Sole Source Contracts (<\$3.5M Services, <\$5.5M Mfg)
- Restricted Competition (>\$3.5M/\$5.5M, 2 or more)

Historically Underutilized Business Zone Empowerment Contracting Program

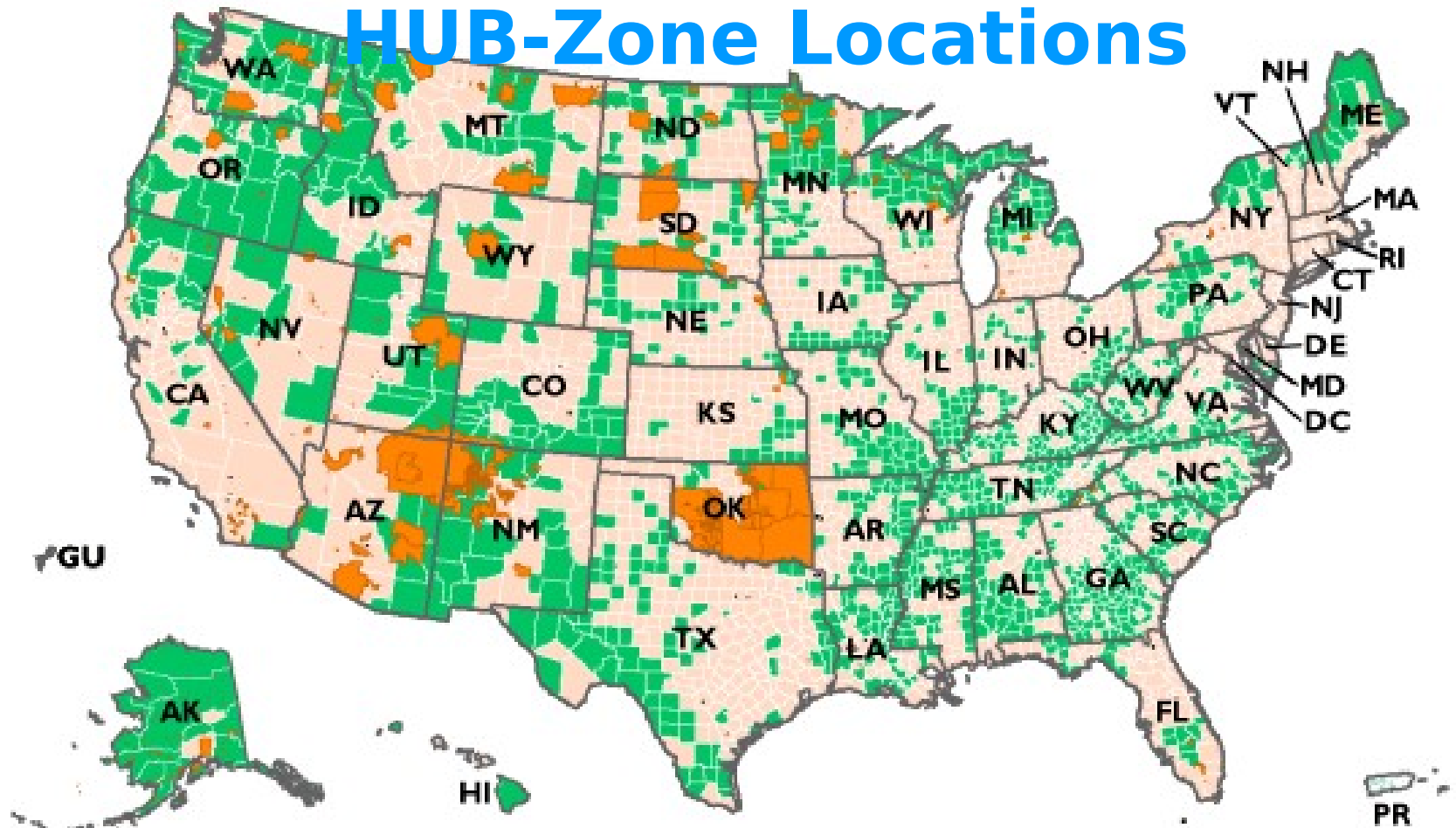
Requirements for HUB-Zone Certification by SBA:

- Small Business *and*
- Located in a HUB-Zone,
<http://www.sba.gov/hubzone>
and
- 51% Owned & Controlled by U.S. Citizens
and
- At least 35% employees reside in
HUBZones
- Certified for 3 years - renewable

Benefits:

- Restricted Competition (Any \$ amount, 2
or more)

HUB-Zone Locations



Not Qualified Qualified
Indian Country

TO DETERMINE IF YOU ARE IN A HUB-ZONE AREA

CLICK THE LINK BELOW

Small Disadvantaged Business

Requirements for SDB Certification by SBA:

- **Small Business, *and***
- **U.S. Citizen, *and***
- **51% owned & controlled by Socially & Economically Disadvantaged Individuals, *and***
- **certified as SDB by SBA (3 year cert - renewable)**

Benefits:

- **Subcontracting Goal**
- **10% Price Break on non-DOD Buys**
- **8(a) firms are SDBs.**

Woman-Owned Small Business

- Small business concern, *and*
- At least 51 percent owned by one or more women, *and*
- Whose management and daily business operations are controlled by one or more women.
- Self certification

Benefit:

- Subcontracting Goal, but no preference for Government buys

Service-Disabled Veteran- Owned Small Business & VOSB

- Small business concern, *and*
- At least 51 percent owned by service-disabled veterans / veterans, *and*
- Whose management and daily business operations are controlled by vets.
- Self certification

Benefit:

- SDVOSB set aside:
 - Competitive
 - Sole source allowed for <\$5.5M Mfg/<\$3M Svc w/J&A
- Subcontracting Goals for SDVOSB & VOSB

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Order of Precedence for Contracting

(FAR Part 19)

1. 8(a) Set Aside

with preference for 8(a)/HUB-Zone firms

HUB-Zone Set Aside

(Competitive, then Sole Source)

Service Disabled Veteran Owned Small

Business Set Aside

(Competitive, then Sole Source)

2. Small Business Set Aside (SBSA)

3. Partial SBSA

4. Full & Open Competition

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Subcontracting Plans

- **Required of Large Business Primes, >\$550K**
- **Types of Plans:**
 - **Individual (one contract)**
 - **Master (3 yrs - no goals),**
 - **Commercial (company-wide for contractors selling commercial items)**
 - **Comprehensive Plan (enterprise-wide, test program)**
- **SubK % Goals required for:**
SB, SDB, WOSB, VOSB, SDVOSB & HUBZone

Subcontracting Plans (continued)

- Prior to award, SubK Plans are reviewed by SBO & SBA.
- Federal Standards for Goals (% of SubK \$):

23% SB	5% SDB	5% WOSB
3% VOSB	3% SDVOSB	3% HUB-Zone
- DFARS 219.705-4 , the PCO is required to "challenge any subcontracting plan that does not contain positive goals ...

A small disadvantaged business goal of less than five percent must be approved one level above the contracting officer.

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JOINT MUNITIONS & LETHALITY. LIFE CYCLE MANAGEMENT COMMAND

Office of Small Business Programs (AMSML-AQ-SB)

**Eric Bankit
Mary Rojas**

**Small Business Advisor, X3068
Admin Officer, X4106**

FAX: (973) 724-3002

Handy Small Business Web Sites

**How Do I Find a Small Business?
Who Can Help Me?**

- **SBA's Dynamic Small Business Search Database**
- http://dsbs.sba.gov/pro-net/dsp_dsbs.cfm
- **SBA's Definition of SBs and Size Standards** -
<http://www.sba.gov/size/indexguide.html#affiliates>
- **FAR Part 19 - Small Business Programs** -
<http://farsite.hill.af.mil/reghtml/regs/far2afmcfars/fardfars/far/19.htm>
- **Central Contractor Registration (CCR) Database**
-
<http://www.bpn.gov/CCRINQ/scripts/search.asp>

Dynamic Small Business Search

Key Search Elements



- Geographical Location
- Type Of Business
 - 8(a)
 - HubZone
 - SDVOSB
- NAICS Code(s): 541330, 541710
- Key Words: Research, Scientific, Military, IT, R&D, Composite, Armor, etc.
- General Nature of Business

Dynamic Small Business Search

Key Profile Features

- Year Established
- Avg. Number of Employees
- Avg. Annual Gross Revenue
- 8(a) Certification Date / Exit Date
- NAICS Codes
 - Primary & Secondary
- Narrative and Key Words
- Performance History (References)